



NCUA Q2-2022

<\$2M \$2-10M \$10-\$50M \$50-100M \$100-500M \$500M+ TOTAL <10M <\$50M <\$100M <\$500M

DEMOGRAPHICS

No. of Credit Unions	308	682	1,393	684	1,083	703	4,853	990	2,383	3,067	4,150
Avg Asset Size (\$Mil)	\$0.926	\$5.6	\$26.0	\$72.9	\$228.0	\$2,559.6	\$440.2	\$4.2	\$16.9	\$29.4	\$81.2
Pct of Credit Unions	6%	14%	29%	14%	22%	14%	100%	20%	49%	63%	86%
Pct of Industry Assets	0.0%	0.2%	2%	2%	12%	84%	100%	0%	2%	4%	16%

GROWTH RATES

Total Assets	-6.4%	-8.5%	-7.5%	1.1%	0.7%	8.9%	7.4%	-8.4%	-7.5%	-2.8%	-0.3%
Total Loans	-6.4%	-6.9%	-3.6%	7.6%	9.1%	23.3%	21.0%	-6.9%	-3.9%	2.6%	7.6%
- Direct Loans	-6.9%	-7.1%	-4.5%	6.7%	6.9%	20.3%	18.0%	-5.6%	-4.6%	1.6%	5.5%
- Indirect Loans	-	73.2%	20.4%	15.6%	20.5%	34.0%	32.6%	-134.8%	15.8%	15.6%	19.9%
Total Shares	-4.6%	-7.0%	-6.2%	1.6%	1.8%	7.5%	6.4%	-6.9%	-6.3%	-2.0%	0.8%
Net Worth	-5.3%	-7.4%	-7.8%	3.4%	4.4%	12.2%	10.5%	-7.2%	-7.7%	-1.9%	2.5%

BALANCE SHEET ALLOCATION

Net Worth Ratio	18.1%	15.4%	11.7%	11.2%	10.4%	10.4%	10.4%	15.6%	12.1%	11.6%	10.7%
Cash & Inv-to-Assets	60%	55%	52%	45%	36%	29%	31%	56%	53%	49%	39%
Loans-to-Total Assets	40%	43%	45%	51%	59%	67%	65%	43%	44%	48%	56%
Vehicle-to-Total Loans	62%	66%	51%	43%	38%	31%	32%	65%	52%	47%	40%
RELoans-to-Total Loans	1%	6%	29%	40%	47%	54%	52%	6%	27%	34%	44%
RELoans-to-Net Worth	2%	18%	110%	181%	267%	345%	327%	17%	98%	142%	231%
Indirect-to-Total Loans	0%	0%	4%	10%	17%	23%	22%	0%	4%	8%	15%
Loans-to-Shares	49%	51%	51%	57%	66%	77%	75%	51%	51%	54%	63%
Checking & Savings-to-Total Shares	93%	85%	78%	74%	67%	56%	58%	86%	79%	76%	69%
Pct of Non-term-Shares	93%	87%	85%	84%	83%	80%	81%	87%	86%	85%	83%
Term CDs-to-Total Shares	5%	9%	9%	10%	11%	13%	13%	9%	9%	9%	11%
ST Funding Ratio	49.0%	34.7%	25.9%	20.8%	15.3%	12.1%	17.1%	26.7%	23.5%	17.5%	13.0%
Net Long Term Assets Ratio	3.6%	9.9%	22.7%	29.8%	36.0%	40.9%	39.7%	21.5%	26.0%	33.3%	39.6%

LOAN QUALITY AND ADEQUACY OF RESERVES

Loan Delinquency Rate	2.91%	1.29%	0.77%	0.59%	0.46%	0.48%	0.49%	0.82%	0.69%	0.51%	0.48%
Net Charge-off Rate	0.59%	0.28%	0.21%	0.21%	0.18%	0.30%	0.28%	0.22%	0.21%	0.19%	0.28%
"Misery" Index	3.50%	1.57%	0.98%	0.80%	0.64%	0.78%	0.77%	1.04%	0.90%	0.70%	0.77%
RE Loan Delinquency	1.80%	1.34%	0.70%	0.44%	0.39%	0.39%	0.39%	1.34%	0.71%	0.53%	0.41%
Veh Loan Delinquency	2.42%	1.15%	0.73%	0.56%	0.47%	0.43%	0.45%	1.23%	0.79%	0.67%	0.52%
- Direct Delinquency	2.43%	0.80%	0.64%	0.33%	0.36%	0.31%	0.35%	0.90%	0.67%	0.51%	0.41%
- Indirect Delinquency	0.00%	70.20%	1.76%	1.25%	0.61%	0.48%	0.50%	66.63%	2.34%	1.47%	0.71%
Loss Allowance Ratio	2.93%	1.28%	0.77%	0.69%	0.62%	0.80%	0.78%	1.38%	0.83%	0.75%	0.65%
Current Loss Exposure	1.32%	0.55%	0.40%	0.38%	0.32%	0.31%	0.31%	0.60%	0.42%	0.40%	0.34%
Coverage Ratio (Adequacy of Reserves)	2.2	2.3	1.9	1.8	1.9	2.6	2.5	2.3	2.0	1.9	1.9

EARNINGS:

Gross Asset Yield	2.83%	2.81%	2.57%	2.73%	2.85%	3.07%	3.03%	2.81%	2.59%	2.67%	2.80%
Cost of Funds	0.34%	0.30%	0.20%	0.21%	0.25%	0.39%	0.36%	0.30%	0.21%	0.21%	0.24%
Gross Margin	2.48%	2.51%	2.37%	2.52%	2.60%	2.69%	2.67%	2.51%	2.38%	2.46%	2.56%
Provision Expense	0.21%	0.12%	0.09%	0.09%	0.08%	0.18%	0.16%	0.12%	0.09%	0.09%	0.09%
Net Margin	2.28%	2.40%	2.28%	2.43%	2.51%	2.51%	2.50%	2.39%	2.29%	2.37%	2.47%
Non-Interest Income	0.41%	0.58%	0.86%	1.11%	1.21%	1.09%	1.10%	0.57%	0.83%	0.98%	1.15%
Non-Interest Expense	3.41%	3.20%	2.93%	3.09%	3.15%	2.70%	2.77%	3.22%	2.96%	3.03%	3.12%
Net Operating Exp	3.00%	2.62%	2.07%	1.99%	1.94%	1.61%	1.67%	2.65%	2.13%	2.05%	1.97%
Net Operating Return	-0.72%	-0.22%	0.21%	0.44%	0.57%	0.90%	0.83%	-0.26%	0.16%	0.31%	0.50%
Non-recurring Inc(Exp)	0.38%	0.11%	0.05%	0.05%	0.03%	0.01%	0.01%	0.13%	0.06%	0.05%	0.04%
Net Income (ROA)	-0.34%	-0.11%	0.26%	0.49%	0.60%	0.91%	0.85%	-0.13%	0.22%	0.37%	0.54%
Net Op Return on NW	-4.0%	-1.5%	1.8%	3.9%	5.6%	8.7%	8.1%	-1.7%	1.4%	2.7%	4.7%



OPERATING EFFICIENCIES:

Loans & Shares-

Avg Loan Balance	\$6,182	\$7,619	\$4,042	\$6,395	\$10,700	\$19,469	\$16,646	\$7,528	\$4,394	\$5,538	\$9,488
Avg Loan Rate	6.46%	5.68%	4.89%	4.66%	4.32%	4.22%	4.25%	5.73%	4.97%	4.79%	4.43%
Avg Loan Yield, net	5.94%	5.41%	4.69%	4.47%	4.18%	3.95%	3.99%	5.45%	4.76%	4.59%	4.27%
Avg Share Balance	\$2,716	\$5,825	\$9,414	\$10,796	\$12,599	\$14,528	\$13,982	\$5,425	\$8,763	\$9,785	\$11,706
Avg Share Rate	0.43%	0.35%	0.23%	0.24%	0.28%	0.45%	0.42%	0.36%	0.24%	0.24%	0.27%
Non-Member Deposit Ratio	1.0%	0.8%	0.5%	0.7%	0.6%	0.8%	0.8%	0.8%	0.5%	0.6%	0.6%

Net Operating Profitability-

Earning Asset/Funding	123%	117%	110%	108%	106%	111%	110%	118%	111%	109%	107%
Non-Interest Inc-to-Total Revenue	13%	17%	25%	29%	30%	26%	27%	17%	24%	27%	29%

Net Operating Return per FTE

Interest Income per FTE	\$36,937	\$76,640	\$117,041	\$129,731	\$136,961	\$207,339	\$191,168	\$71,338	\$109,257	\$119,847	\$132,121
Avg Interest & Provisions per FTE	\$7,207	\$11,246	\$13,090	\$14,325	\$16,262	\$38,124	\$33,258	\$10,707	\$12,684	\$13,533	\$15,490
Net Interest Income per FTE	\$29,730	\$65,394	\$103,952	\$115,406	\$120,699	\$169,215	\$157,910	\$60,632	\$96,573	\$106,314	\$116,631
Non-Interest Income per FTE	\$5,405	\$15,828	\$39,096	\$52,539	\$58,262	\$73,418	\$69,297	\$14,436	\$34,896	\$44,021	\$54,235
Avg Operating Expense per FTE	\$44,595	\$87,331	\$133,391	\$147,079	\$151,371	\$182,086	\$174,558	\$81,624	\$124,574	\$136,214	\$147,084
Net Operating Expense per FTE	\$39,189	\$71,503	\$94,295	\$94,540	\$93,108	\$108,668	\$105,261	\$67,188	\$89,678	\$92,192	\$92,849
Avg Net Operating Return per FTE	\$ (9,459)	\$ (6,109)	\$ 9,657	\$ 20,866	\$ 27,590	\$ 60,547	\$52,649	\$ (6,556)	\$ 6,895	\$ 14,121	\$ 23,781

Revenue/Operating Expense Assessment

Revenue-

Avg Revenue per FTE	\$42,342	\$92,468	\$156,137	\$182,270	\$195,223	\$280,757	\$260,465	\$85,774	\$144,152	\$163,868	\$186,356
- Total Revenue Ratio	3.24%	3.39%	3.43%	3.83%	4.06%	4.16%	4.13%	3.38%	3.42%	3.65%	3.95%

Operating Expenses-

Avg Compensation & Benefits per FTE	\$21,622	\$45,401	\$63,077	\$68,834	\$75,660	\$96,081	\$91,003	\$42,226	\$59,526	\$64,340	\$72,459
- Compensation & Benefits Exp Ratio	1.66%	1.66%	1.38%	1.45%	1.57%	1.42%	1.44%	1.66%	1.41%	1.43%	1.54%
- Pct of Total Operating Expense	48%	52%	47%	47%	50%	53%	52%	52%	48%	47%	49%
- FTE-to-Ops (Staff Efficiency)	1.96	0.78	0.38	0.31	0.27	0.17	0.19	0.85	0.42	0.36	0.29
- Full-time Equivalents	222	1,441	8,098	10,457	51,272	261,042	332,531	1,663	9,761	20,218	71,489
- Pct Part-time Employees	79%	47%	16%	9%	7%	5%	6%	52%	23%	16%	10%
Avg Occupancy & Ops Exp per FTE	\$15,315	\$23,186	\$36,700	\$38,348	\$38,540	\$43,912	\$42,623	\$22,135	\$34,220	\$36,355	\$37,922
- Occupancy & Ops Expense Ratio	1.17%	0.85%	0.81%	0.81%	0.80%	0.65%	0.68%	0.87%	0.81%	0.81%	0.80%
- Pct of Total Operating Expense	34%	27%	28%	26%	25%	24%	24%	27%	27%	27%	26%
Avg All Other Expense per FTE	\$7,658	\$18,743	\$33,613	\$39,897	\$37,171	\$42,092	\$40,932	\$17,263	\$30,828	\$35,519	\$36,704
- All Other Expense Ratio	0.59%	0.69%	0.74%	0.84%	0.77%	0.62%	0.65%	0.68%	0.73%	0.79%	0.78%
- Pct of Total Operating Expense	17%	21%	25%	27%	25%	23%	23%	21%	25%	26%	25%

Membership Outreach-

Members-to-Potential Members	11.3%	6.1%	2.8%	2.0%	2.3%	3.2%	3.0%	6.5%	3.1%	2.5%	2.3%
Members-to-FTEs	382	399	418	391	341	410	399	397	414	402	358
Borrower-to-Members	21.5%	38.0%	118.0%	96.9%	77.6%	57.5%	62.8%	35.8%	100.8%	96.0%	77.6%
Branches	307	708	1,912	1,564	4,756	12,028	21,274	1,015	2,927	4,491	9,247
Members per Branch	277	812	1,769	2,614	3,678	8,898	6,235	650	1,381	1,810	2,771



NCUA Q2-2022

<\$2M

\$2-10M

\$10-\$50M

\$50-100M

\$100-500M

\$500M+

TOTAL

<10M

<\$50M

<\$100M

<\$500M

NET INFRASTRUCTURE COST:

Fee Income	0.41%	0.58%	0.86%	1.11%	1.21%	1.09%	1.10%	0.57%	0.83%	0.98%	1.15%
Compensation & Benefits	1.66%	1.66%	1.38%	1.45%	1.57%	1.42%	1.44%	1.66%	1.41%	1.43%	1.54%
Travel & Conference	0.02%	0.02%	0.02%	0.03%	0.03%	0.02%	0.02%	0.02%	0.02%	0.02%	0.03%
Office Occuancy	0.21%	0.14%	0.18%	0.20%	0.21%	0.16%	0.17%	0.14%	0.17%	0.19%	0.20%
Office Operations	0.97%	0.71%	0.63%	0.60%	0.60%	0.49%	0.51%	0.73%	0.64%	0.62%	0.60%
Educational & Promo	0.01%	0.03%	0.06%	0.08%	0.10%	0.11%	0.11%	0.02%	0.05%	0.07%	0.09%
Loan Servicing	0.14%	0.11%	0.16%	0.21%	0.22%	0.19%	0.19%	0.11%	0.15%	0.18%	0.21%
Professional & Outside Services	0.28%	0.37%	0.40%	0.44%	0.35%	0.22%	0.24%	0.37%	0.40%	0.42%	0.37%
Member Insurance	0.03%	0.02%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.00%	0.00%	0.00%
Operating Fees	0.05%	0.03%	0.02%	0.02%	0.01%	0.01%	0.01%	0.03%	0.02%	0.02%	0.02%
Miscellaneous	0.06%	0.11%	0.08%	0.07%	0.06%	0.08%	0.08%	0.11%	0.08%	0.08%	0.06%
Total Ops Expense	3.41%	3.20%	2.93%	3.09%	3.15%	2.70%	2.77%	3.22%	2.96%	3.03%	3.12%
Net Operating Expense	3.00%	2.62%	2.07%	1.99%	1.94%	1.61%	1.67%	2.65%	2.13%	2.05%	1.97%

NET INFRASTRUCTURE COST PER FULL-TIME EQUIVALENT

Fee Income	\$5,405	\$15,828	\$39,096	\$52,539	\$58,262	\$73,418	\$69,297	\$14,436	\$34,896	\$44,021	\$54,235
Compensation & Benefits	\$21,622	\$45,401	\$63,077	\$68,834	\$75,660	\$96,081	\$91,003	\$42,226	\$59,526	\$64,340	\$72,459
Travel & Conference	\$270	\$555	\$889	\$1,320	\$1,361	\$1,161	\$1,188	\$517	\$826	\$1,081	\$1,282
Office Occuancy	\$2,703	\$3,749	\$8,101	\$9,620	\$9,892	\$11,087	\$10,746	\$3,609	\$7,336	\$8,517	\$9,504
Office Operations	\$12,613	\$19,438	\$28,600	\$28,727	\$28,647	\$32,825	\$31,877	\$18,526	\$26,884	\$27,837	\$28,418
Educational & Promo	\$180	\$694	\$2,544	\$3,768	\$4,743	\$7,314	\$6,656	\$626	\$2,217	\$3,019	\$4,256
Loan Servicing	\$1,802	\$3,054	\$7,261	\$9,812	\$10,637	\$12,561	\$11,999	\$2,887	\$6,516	\$8,221	\$9,954
Professional & Outside Services	\$3,604	\$10,135	\$18,202	\$20,828	\$16,750	\$14,781	\$15,330	\$9,263	\$16,679	\$18,825	\$17,337
Member Insurance	\$360	\$417	\$148	\$96	\$86	\$55	\$65	\$409	\$193	\$142	\$102
Operating Fees	\$631	\$833	\$914	\$803	\$694	\$562	\$600	\$806	\$895	\$848	\$738
Miscellaneous	\$811	\$3,054	\$3,655	\$3,271	\$2,898	\$5,659	\$5,094	\$2,755	\$3,502	\$3,382	\$3,035
Total Ops Expense	\$44,595	\$87,331	\$133,391	\$147,079	\$151,371	\$182,086	\$174,558	\$81,624	\$124,574	\$136,214	\$147,084
Net Operating Expense	\$39,189	\$71,503	\$94,295	\$94,540	\$93,108	\$108,668	\$105,261	\$67,188	\$89,678	\$92,192	\$92,849